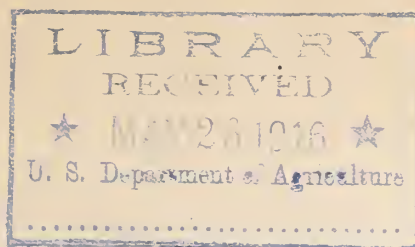


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COUNTY AGENTS SHOULD NOT HAVE INSPECTION OR POLICE DUTIES.

Care needs to be exercised that county agents do not become involved in the inspection or police service of the State. Laws in many States provide for the appointment of such officers as deputy game warden, county horticultural inspector, county pest inspector, county sanitary commissioner, county live-stock commissioner, county veterinarian, etc.; all of these officers have duties incompatible with those of the county agricultural agent. These officers are usually paid a per diem, and it may often be that the agent can with greater competency perform their duties. This furnishes a strong inducement to county commissioners and boards of supervisors "to economize" by loading the county agent down with the duties of these officers. The objections to such procedure are:

(1) The agent's time is already full and the performance of this inspection and police work detracts from his efficiency. If forced to neglect something, he is likely to do the thing required by local or State law to the disadvantage of his larger work.

(2) It is false economy to employ a high-class man to do an important piece of work and then give him other duties that make success in his legitimate field more difficult.

(3) The appointment of the inspection and police officers is frequently a part of the patronage of some State or county official. This would tend to embarrass the agent because it deprives some one of a job and so incurs his enmity, and it creates political obligations on the part of the agent from which he should be free.

(4) The agent must avoid entangling alliances. The performance of inspection or police duties or acting as expert or prosecuting witness in law-enforcement proceedings, no matter how tactfully performed, leads to criticism and often results in serious trouble. The agent's position is already a difficult one and an unfortunate mistake in the performance of an unpleasant though unavoidable duty as inspector might make his continuance as county agent impossible.

PROPER ORGANIZATION OF FARMERS NECESSARY TO THE SUCCESS OF COUNTY AGENT WORK.

In one of the States where county agent work has been discontinued in several counties, a careful study of the situation serves to emphasize the importance of a proper organization of farmers in sustaining the work. It appears that five reasons may be cited for the suspension of the work in these counties, namely: (1) Superimposing the work on the farmers; (2) lack of local

organization; (3) lack of funds; (4) lack of leadership on the part of some of the county agents; and (5) insufficient supervision on the part of the county agent leader.

In this State, as in many others, business interests very largely took the leadership in initiating the movement and in directing its early development. Though sincere motives prompted their efforts, they did not sufficiently understand the mind of the farmer to appreciate that the active interest shown would be misunderstood and resentment would be manifested against the movement, which was falsely interpreted to have the purpose of "showing the farmer how to farm." Those organizations that in the beginning were arranged to assist the movement were not made to realize its importance and presently became moribund. The importance of providing for office help and equipment for the county agents was underestimated and sometimes even no especial provision was made for meeting their traveling expenses. The work being new called for very unusual resourcefulness on the part of the county agents; it could not be expected that all would be able to adjust themselves to the novel situation and fully measure up to their opportunities. Those charged with leadership were so busy with other duties that they did not have the time necessary to adequately supervise a new and exacting piece of work. All were getting their first-hand experience with the newer extension work, its limitations and difficulties.

It would appear from a field investigation that the thing most needed to effect a rehabilitation of the work is the establishment of an effective organization of farmers to support the work of the county agent. When the farmers are made to feel that they are part of the movement and may play an important part in the direction of its affairs, they soon forget that business interests may have been very largely responsible for initiating the movement and directing its development. Interest on the part of the members tends to draw others into the movement; this is important, for numbers count. They are needed to insure ample funds, not only through membership fees, but the demand of a well-organized association with a large proportion of farmers as members can hardly be turned down by county boards of commissioners or supervisors. A wide-awake organization behind the county agent makes the problems of the supervising officers simpler.

So far as reorganization has been attempted, it is succeeding; for the farmers are taking hold of the work both in the preliminaries and in the direction of affairs after it has been effected. It is becoming more and more their movement.

USE OF THE FARM BUREAU ORGANIZATION IN THE OAT SMUT ERADICATION CAMPAIGN IN NEW YORK.

The New York Farm Bureau News makes the following pertinent observation in respect to the value of a supporting organization in its campaign for oat-smut eradication:

The primary object of the campaign is, of course, to control this disease and save the farmers of the State considerable money at small cost. Perhaps an equally important feature of the campaign, however, is that it is the first attempt to use the farm bureau organization in the State as a whole to do a constructive piece of work. It ought to teach us how to work together to accomplish big things agriculturally and should result in the perfection of the organization as a whole.

It is the idea in New York to have an advisory council for the farm bureau association consisting of members especially designated by the executive committee to act as local representatives. When a county is well organized there should be at least one member from each community. Where there are several committeemen in a township they may well be organized into a town committee.

WITH THE COUNTY AGENTS.

ITINERANT CONFERENCES OF COUNTY AGENTS.

During the two weeks beginning February 14, 1916, a new kind of county agent conference was conducted in California. The plan of State Leader Crocheron provided for spending the first five days of the two-week period in four different counties—Madera, Stanislaus, San Joaquin, and Alameda; then three days at the college of agriculture at Berkeley, three days at the university farm school at Davis, and one day in the field in Yolo County. By this arrangement half of the time was to be spent under conditions very similar to those surrounding the men in their regular work. The idea was that all of the agents should be enabled to make a study of the office, the field, and the work of five of their number. The assumption was that a conference at the university or college does not entirely meet present requirements.

The printed program, prepared well in advance, furnished a detailed time and work schedule for each day of the two weeks, except that the first Saturday was set apart for special individual conferences. Of special value was a brief statement giving the population, area, and assessed valuation of each of the five counties to be traversed; the number of farms, the percentage of lands in farms and improved, the farm-bureau membership and number of farm-bureau centers; also a brief characterization of the topography and the agriculture of the county and a statement of the principal problems on which work had been undertaken.

On Monday morning at 8 o'clock the conference began in the farm-bureau office at Madera, County Agent Leader Crocheron and 13 of his 14 men being present. The local county agent described his office equipment and methods and gave a detailed description of his county, including its topography and agricultural conditions and practices, and explained his projects and methods of work. This involved going into the history of the local agriculture and an analysis of land ownership, for Madera County farm lands are owned largely by absentee landlords, and a number of the large holdings are being cut up and offered for sale in small tracts at relatively high prices. Maps and charts were used for the purposes of illustration and information. Questions and free discussion enabled every man to interpret what was said in relation to his experience in his own county. Following the three-hour meeting in the office, the party went by automobile to Fairmead, under the leadership of the local county agent, and spent the afternoon learning about the method of colonizing the Fairmead area and studying demonstrations planned by the county agent. At night there was a meeting of the Fairmead farm bureau center, intended to be as nearly as possible of the ordinary type. Special advertising of the coming of the county agent leader and all his agents brought out the unusual attendance of 150 persons. The home county agent was the principal speaker, presenting a discussion of diseases of the digestive tract of dairy cows. This was followed by a home-talent program and short speeches by the county agent leader and all of the visiting agents, after which refreshments were served.

The program of work was substantially the same in each of the other three counties studied during the first week. On the third night of the conference there was no public meeting, the time being devoted to discussion of special problems.

Saturday was left free for individual conferences at the university. Monday and Tuesday of the second week were occupied with the presentation by research men of the college of agriculture of the newer developments in the application of science to agriculture—such as rice growing, spraying stone fruits, the control of pear blight, almond and walnut culture, and legume inoculation. Two round-table conferences were conducted by Dean Hunt—one on new laws and bills, the other on marketing.

At the university farm school at Davis, instead of discussion of principles and practices there were handicraft and other demonstrations. Tree and vine pruning demonstrations by specialists were unusually helpful. Hitching an eight-mule team, throwing a pig, making a rope halter, fitting horses, cows, steers, and sheep for exhibition, use of tuberculin tests, black-leg vaccination—these and a dozen other demonstrations by county agents and farm-school specialists served to show the skill of the men in demonstrating methods, as well as to add to their information and to indicate possibilities of usefulness.

The twelfth day of the conference was devoted to a trip across a portion of Yolo County and up and down Capay Valley, inspecting six or seven demonstrations by the way. At the Guinda community hall dinner was served and some very interesting speechmaking followed. Then a run of 30 miles took the party to Woodland, where the conference ended as it had begun—with an inspection of a farm-bureau office. The distance traveled by automobile during the two weeks was approximately 350 miles, nearly 90 miles being traveled the last day.

A somewhat similar though much less ambitious traveling conference, which included the county agents and extension specialists, was conducted by County Agent Leader Evans, of Utah, on June 10, 11, and 12, 1915, following three days spent at the agricultural college. The first day of this itinerant conference was given to studying farms in Cache and Box Elder Counties; the second to inspecting irrigation pumping plants, a large concrete canal near Ogden, and the Ogden packing establishment; the third to visiting farms and irrigation pumping projects in Salt Lake and Utah Counties. A general discussion of extension work and methods was held on the night of the 11th at Salt Lake City; on the 12th, at Provo, Utah County; each agent presented an outline of his plans and methods of work, and later in the day, at Springville, the county agent leader and the local agent discussed farm-bureau plans.

During the trip of 286 miles visits were made to about 25 farms, including those connected with the industrial school at Ogden, the mental hospital at Provo, and two other public institutions. The itinerary was planned to enable the men to see good farming and good stock of representative types and breeds.

What the county agents thought of the value of the trip is apparent from their reports, characteristic expressions from which are as follows: "Instructive, giving inspiration and enthusiasm to county agent work"; "very profitable, the drainage work worth a great deal"; "a highly instructive week"; "will aid us in solving many of our problems"; "I shall encourage the supervisors of the drainage district in my county to study the project in Box Elder."

INCREASED PROFITS IN APPLE ORCHARDING DUE TO EFFORTS OF COUNTY AGENTS.

In Hampden County, Mass., County Horticulturist Jenks, of the farm bureau, began in 1914 the renovation of some old apple orchards comprising $10\frac{1}{2}$ acres. The results are indicated by the returns in 1915 from a 2-acre orchard which was nearly dead with San José scale when the demonstration was begun. After paying for spray materials, man and horse labor, 5 per cent interest on the land, trees, and working capital, taxes, and all other expenses incident to the proper management of the orchard, it has returned a net profit of \$210.77, or a per acre net profit of \$105.38. Further, the net cost of developing young orchards in Hampden County has been sharply reduced by growing cash crops among the trees as suggested by the county agent. In the case of an 8-acre young orchard the crop so grown in 1915 met all the costs of the year properly chargeable, besides paying for some permanent improvements, and lacked only \$10.88 of paying for the trees, planting, and everything.

To manage an orchard in the most profitable way has been County Agent Hankinson's purpose in Mercer County, N. J., in conducting one orchard demonstration in 1914 and seven in 1915. The practices of the successful orchardists in the neighborhood and of the New Jersey Experiment Station were followed in pruning, spraying, fertilizing, cultivating, thinning, packing, and shipping the fruit. Signs were put up on each farm, "Orchard demonstration, Mercer County farm bureau." Advertisement was further given through 15 local demonstration meetings, articles in the local newspapers, in the Farm Bureau Monthly, and by two auto inspection tours. The records of one demonstration show that a 5-acre apple orchard brought in, during the past year, \$935.10. The total expense was \$255.40, which included \$30 depreciation on a sprayer, and seed and labor in seeding the cover crop for next year. This orchard yielded a net profit of \$719.70, or \$143.94 per acre, in addition to an interest charge of \$15 per acre.

Agent Chubbuck, of Chemung County, N. Y., gives these results secured from following his suggestions for the orchards of nine farms:

Fruit sold per farm.....	\$107.64	
Fruit held for sale per farm.....	59.89	
Value of cider made per farm.....	16.67	
		\$184.20
Cost of spray material per farm.....	5.73	
Cost of fertilizer per farm.....	.55	
Labor on pruning per farm.....	7.77	
Labor on spraying per farm.....	8.09	
Labor on picking per farm.....	17.77	
Labor on marketing per farm.....	14.53	
Interest on land at 5 per cent.....	6.53	
Other orchard expense.....	1.73	
		62.70
Net profit.....		121.50

The profit over cash expenditure was \$177 per farm, and probably the labor income of each farm was increased by nearly this much. In 1914 the same orchards, not pruned or sprayed, returned a gross of \$42 per farm.

In Buchanan County, Mo., Agent Crandall reports an orchard spraying demonstration that resulted in profits of \$1,800 in 1915 where profits from \$500 to \$600 a year had usually been received without spraying.

In the counties of La Plata and Montezuma, Colo., County Agent Smith found the fruit industry badly demoralized. He succeeded in organizing the growers, who then secured the services and financial aid of an enterprising commission firm that supplied them with cash to pick, pack, and market their crops and build them a fruit house at the loading station. The next crop, 1915, consisting of 103 cars of apples, brought about \$50,000. It is expected that the enthusiasm now prevailing will result in a thorough pruning and spraying campaign to put the neglected orchards on a profitable basis.

Greene County, Ind., had a surplus of apples last summer. The growers were having difficulty in making sales of the crop, when County Agent McIntosh took hold of the situation and succeeded in getting buyers to visit the county, who bought \$35,000 worth of fruit at fair prices. It was a demonstration, too, of the value of a standard product, for the fruit from well-sprayed trees commanded a premium price.

The foregoing stories illustrate the character of the orchard work county agents are doing. The amount of the work done in 1915, as indicated by the annual report of the agents, was as follows: In the Eastern States the county agents assisted in the planting of 101 new orchards;

in the Central States, 472; and in the Western States, 800 orchards; and they assisted in renovating old orchards in the same districts to the numbers of 2,148, 1,750, and 6,210, respectively.

HOW A COUNTY AGENT ORGANIZED PRUNING DEMONSTRATIONS.

During the six working days beginning December 9, 1915, County Agent C. M. Conner, Stanislaus County, Cal., conducted 24 pruning demonstrations, with a total attendance of 719. This campaign was well chosen as to purpose, time, and situation, was well planned, systematically advertised, and successfully managed.

Having observed that certain grape growers in his county had failed to secure crops because of faulty pruning, the agent decided that a series of demonstrations for the purpose of teaching correct methods would be of great value to the county. At the regular meeting of the directors of his farm bureau, on October 23, he brought the plan to their attention. Arrangements were made to secure the services of two skilled pruning instructors—one from the college of agriculture at the university, the other from the university farm school at Davis, the first mentioned to demonstrate tree pruning, the other the pruning of grapes. A definite schedule of dates and places was arranged and announcements of the plans were made at the farm bureau center meetings and through the newspapers. Demonstrations were held at or near 10 different named places—from 2 to 4 at each. The demonstration began promptly at 9 o'clock each morning, ending in time for each party to reach the next point and conduct a demonstration before noon, the same method being followed in the afternoon. Thus four separate demonstrations were conducted each day. Notwithstanding careful planning for a limited attendance at each place, on several occasions too many were present for the most effective demonstration work. In order to remedy this, arrangements were made for the demonstration on pruning trees to be given first, allowing more time than was allotted. As soon as the demonstrator finished, the crowd was turned over to the demonstrator on vines and the first man was taken to the next point in order to start the next demonstration on time; and the demonstrator on vines would be brought on as soon as he had finished.

In his first report on these demonstrations the agent stated that the interest was greater than had been expected and that one man who was planning to plant an apple orchard came 30 miles to see a demonstration; adding that "a number of people expressed the opinion that the demonstrations would result in a vast amount of good, as many of the fruit growers do not understand the proper pruning of trees and vines in this valley." He also expressed the opinion that the schedules as laid out required the pruners to work too fast, and that the large attendance at a few of the places kept the more timid men from getting the benefit they should have received.

The special value of the county agent's services in this case was due to his discovery of a community need and his subsequent careful planning of the campaign, his intelligent advertising of the meetings, the securing of competent demonstrators, and good generalship during the demonstrations. It is of less importance that the county agent be an effective teacher than that he be a man of insight and initiative and that he have real ability as an organizer of farmers and of competent teaching forces.

REGISTRY OF MERIT FOR COWS.

A very useful and practical piece of county agent work where dairying is of importance is the establishment of a "registry of merit" based on the records of cow-testing associations as handed in from time to time by the testers. This work has been well started in New York where the committee on cow-testing associations at the annual conference recommended it as

one of the important things for improving dairy conditions. The plan, as well developed in Wyoming County by County Agent Bowen, illustrates the method. In the "registry of merit" list will be entered all the cows of the five associations in the county that have made 45 pounds of butter fat or 1,350 pounds of milk, or both, in 30 days. This list is to be published in the farm bureau paper and in the local press.

In Cayuga County, 36 cows were reported by one association as giving more than 40 pounds of butter fat, and in Cheshire County, N. H., 43 cows were put on the "honor list" which there requires a record of 35 pounds of butter fat or 850 pounds of milk. In Sussex County, N. J., this work is now in its third year, but the standard set is only 29 pounds of butter fat or 833 pounds of milk. This requirement was met in 1914 by 35 cows and in 1915 by 68 cows.

Regardless of the standard set for a cow to be entered on the "honor list" much good will come from the practice locally, but the work would seem to have even more value if the same standard were used in the different States, or at least in all the counties of any one State.

OBTAINING A MARKET FOR HORSES.

At the outset of his work County Agent Robbins, Tazewell County, Ill., began to talk better horses. What was more natural since he is an expert judge of horses? Becoming interested the farmers looked about for the best pure-bred horses they could buy. In 1914 a colt show was held; in 1915 five colt shows were held. It was seen that stock of real worth was coming on. But no special attention was given to selling the surplus till 1915, when the Tazewell County Percheron Breeders' Association was organized with 20 members. It was determined to hold a combination sale. To attract buyers it was believed that an unusual effort must be made to insure a high quality of offerings. To this end it was required that every animal listed should be a pure-bred Percheron and pass the inspection of a disinterested committee of judges. This was mentioned in the sale advertising. The day of the sale found a large crowd of buyers who took the 32 animals consigned by 20 farmers at an average price of \$306 per head. Most of the offering was made up of yearling stallions; none sold under \$200. The association is also helping to sell the surplus grade stock.

Great good should come of this community effort to produce stock of high quality provided the horsemen retain for breeding only choice mares and fillies.

INDIANA'S 1915 FIVE-ACRE CORN CONTEST.

Four hundred and eight of the farmers who entered in the 1915 Indiana 5-acre corn contest completed the work. Their average yield was 66.1 bushels per acre at an average cost of \$14.81 per acre, or 21.1 cents per bushel. These contestants represented 23 counties. The agent in each county had immediate charge of the work but the State college furnished a judge to assist in determining the yield and cost. One contestant produced 105.4 bushels per acre and 10 produced from 90 to 100 bushels. The 11 highest contestants averaged 93.4 bushels per acre at a cost of \$15.23 per acre, or 16.2 cents per bushel. The yields were determined on a basis of air-dried corn, the weight being reduced to a moisture content of 15.5 per cent. The Corn Growers' Association of Indiana cooperated by assisting in formulating the rules to govern the contest and by furnishing a handsome medal for each man who grew 100 or more bushels per acre.

MISCELLANEOUS NOTES.

A circular letter sent out by the secretary of the Otsego County, N. Y., Farm Bureau illustrates the important part taken by that organization in the support of the efforts of County Agent Barlow. A few sentences from this letter follow:

With this letter our membership campaign ends. There are now 1,032 members paid in for 1916, a number much larger than the bureau can be of much assistance to unless each one is willing to help himself by reaching out to grasp the information available. Through winter meetings, field tests, field meetings, breeder's clubs, the Farm Bureau News and many other ways, the bureau is working to increase the receipts from farming. Mr. Barlow will call at your farm some time during the coming season, providing you have a definite problem for him to consider and you make the request to him in writing.

The opinion of County Agent Taylor, of Herkimer County, N. Y., relative to the advantage of local support for the farm bureau is indicated in the following: "One dollar taken for membership by a local representative is worth as much as \$5 from an outside source, for it means that two farmers—neighbors—have got together and talked the matter over and agreed upon the desirability of the farm bureau without the influence of the county agent or the enthusiasm of a meeting."

The Franklin County, Vt., Farm Bureau is given credit by County Agent Tiffany with bringing about a reduction of lime prices from \$6-\$8 to \$2.50-\$3.

Illinois quarrymen are making deliveries of ground limestone direct to the farms in some instances.

A scheme for keeping in touch with his office is being tried by County Agent Parker, Ventura County, Cal., whose duties generally require his presence in the field through the day. He writes as follows to County Agent Leader Crocheron:

While on the conference I observed that the men who were getting the most work with the least effort had a very good office system. It occurred to me upon my return that it was desirable to know just what had been done in the office during the day previous, in order to sum up and map out the work for the following day. I am, therefore, having my stenographer type out each day just before 5 o'clock a statement of the work done. This consists of from half to three-quarters of a page and takes about five minutes to prepare. The report is left on my desk and upon arrival early the following morning it is possible to know just what has been done and what remains to be done.

A limestone tester suitable for the use of county agents is described in Circular 185 of the Illinois Experiment Station. By the use of simple portable apparatus the basicity of a sample of limestone is quickly and easily determined. Mention was made in the March issue of a circular from the Kentucky station that describes similar apparatus.

A campaign for the extermination of ground squirrels and rabbits is on in Power County, Idaho, under the direction of County Agent Kjosness. One farmer has reported succeeding in destroying 700 rabbits by the use of 1 ounce of strychnine. The damage done by rodent pests in new sections is very serious.

After the farm management demonstration work had been started in a county in Montana, owing to unforeseen difficulties antedating the inauguration of the work, it became necessary to discontinue the county agent. The farm management demonstrations, however, were completed. The wholesome influence exerted by this work upon county agent work is well illustrated in the following extract from a report of County Agent Leader Wilson:

Immediately after the farm management demonstrations the farmers and farmers' organization circulated petitions asking the county commissioners to continue the county agent work. They were duly presented to the commissioners and they agreed to reinstate the work. Some of those who were most antagonistic to the work of the former county agent are now enthusiastically supporting the work. I feel that the real reason the county agent work is in progress there to-day and that we did not lose that territory is due to the farm management demonstrations.

With a view to increase the interest in the Cheshire County, N. H., Farmers' Association (the farm bureau), a poultryman made challenge to any dairyman of the county to enter a cow in competition with a hundred hens to show which can make the higher net return in one

year, the figures of costs and receipts to be published monthly. In a county that listed 46 cows on the January "honor list" no such challenge could pass unheeded. A grade Guernsey cow was pitted against the hens, but the contest was narrowed to be milk versus eggs. The items as published for February credit the hens as laying 1,284 eggs in 23 days of a value of \$41.78; the cow is accredited with producing 600 quarts of milk in 29 days of a value of \$60. The feed of the hens was valued at \$12.89, that of the cow at \$10.42. Since this contest is likely to attract attention from other parts, it might add to its interest and value if the selling costs were also reported.

The contest idea in Cheshire County did not stop with the above, as County Agent Darling mentions a group of clergymen as having invited others to participate in a potato-growing contest.

FARM MANAGEMENT DEMONSTRATION WORK.

A dangerous use of farm-analysis records.—A recent editorial in a prominent agricultural paper states:

The returns from farm surveys should be digested and not merely swallowed. In some cases it appears that commentators on these have been more highly gifted in "assumancy" than in analysis. We hesitate to trust an inquiry which shows that practically a whole community is carrying on a certain line of work at a positive loss. Certainly the common sense of that community would have discovered that loss before the investigators found it out. And we hesitate to trust the farm management expert who assumes that a thing is true in one community because he has found it so in another. Farming is not a business that can be surveyed with conclusive results in any one year. It's a long business which can not be studied swiftly or mastered quickly. The wise man will keep an open mind for all things progressive, remembering also that all movement is not progress.

This is a fair sample of the criticism that may be anticipated whenever farm management demonstrators, county agents, or others, try to make deductions regarding systems of farming from a very limited number of records, covering but a single farm year, which may be very abnormal. In the first place, it is not the function of either the farm management demonstrator or the county agent to make deductions. That work belongs entirely to the investigators. In the second place, the purpose of farm management demonstrations is to demonstrate to farmers in connection with their own farms a practical and efficient method of summarizing and analyzing a farm business as a means of measuring the profit or loss incurred in conducting it and of deciding upon readjustments that promise to increase its net income. In pointing out to farmers in a community that some of them are much more successful than others and in undertaking to show them some of the reasons why this is true on the basis of records of their own farms and of previous investigations, the real purpose is to teach farmers that it is just as essential to keep a record of their business, to summarize this record at the end of the year, to analyze it with the assistance of the county agent and learn of existing weaknesses, and to make readjustments in the farm business on the basis of this analysis, as it is to plow the ground in preparation for certain crops. In studying and practicing the best methods of carrying this message to farmers, the farm management demonstrator has abundant opportunity to exercise all of his ability as a teacher, which he should be in this work, without taking any time to dabble in investigational work, which he has no legal right to do, and which in itself is dangerous when based on so few records.

County agents find farm management demonstration work easy of execution.—County Agent Cooch, in New Castle County, Del., apologizes for the fact that he has been able to get records this year of only 62 out of 65 farms that were reached in the demonstration last year. He is also arranging to take records in another area in his county in which the agricultural conditions are somewhat different from those in the area in which the work was first undertaken.

In the State of Delaware there is no State farm management demonstrator. Last year representatives of the department spent about a month with the three agents in that State, starting the work in one county. Since that time the three agents have worked together to make a demonstration in each of the other two counties, and all are now repeating the work this year. The department representatives have made a few inspection visits, but have not assisted in actually conducting the work. When the work was launched last year each agent knew he would have to conduct the work in this way without State leadership and therefore made good use of his time in learning just how to go about it. As a result, they are all finding the work comparatively easy. In areas in several different States the county agents are conducting the work entirely on their own responsibility, except that they receive a few days' instruction from the State farm management demonstrator, who also arranges to check their records as they send them in to the college and point out errors which they have made. Considering the limited funds available for farm management demonstrations and the ease with which an agent may learn to conduct this work himself, it is very doubtful if the farm management demonstrator should in any State spend time in a county unless the county agent or other local leader finds it convenient and agreeable to do at least half of the work when it is first taken up. Later on the county agent will be responsible for doing much more than half of it, but he, in turn, after he understands the work properly, can delegate much of it to high-school teachers and other local leaders.

BOYS' AND GIRLS' CLUB WORK.

The annual report for the year 1915 of T. J. Newbill, club leader for the State of Washington, shows 3,844 boys and girls beginning work on projects, and 2,104 reporting at the close of the season. Ninety-seven demonstrations were given by the club leader and 86 club exhibits were held. A summary of reports received from club members shows that the members grew \$2,208 worth of corn, \$7,124.16 worth of potatoes, and \$10,967.25 worth of vegetables; canned 138,546 quarts of fruit, vegetables, greens, soup, and fish; and marketed poultry products to the amount of \$1,605.15. The baby beef club reported sales amounting to \$420.16. Two hundred and eighty-three boys in the pork and crop production club borrowed money at their local banks on their personal notes to purchase pigs. On March 20 every note had come due and been paid by these young business men.

The potato club championship for the State of Massachusetts was awarded to Isadore Horin, of Westminster. This boy ranked second in the State in 1914. His report for 1915 shows that he raised 114 bushels and 30 pounds of potatoes on one-fourth of an acre, at a cost of 30 cents a bushel.

The annual State exhibit of boys' and girls' club work for the State of Wisconsin was held at Madison in connection with the annual meeting of the Southern Wisconsin Teachers' Association. Nine hundred and fifty-seven exhibits were placed in corn, tomato, and bread making club work.

The State fair board in Minnesota has appropriated \$3,000 to take care of the boys' and girls' club camp at the State fair. Three educational journals in the State expect to devote sections to news and items of interest in boys' and girls' club work.

Miss Mabel Carney, supervisor of normal training schools in the State of Minnesota, employed by the State department of education, is cooperating with Club Leader T. A. Erickson to make boys' and girls' club work a regular part of the rural school activities.

A recent agreement governing boys' and girls' club work in Oregon has been made between Director of Extension Ralph D. Hetzel and State Superintendent of Public Instruction J. A. Churchill. This agreement outlines a complete working plan, whereby the extension service

and the State superintendent's office shall cooperate in conducting this work and making it successful.

The State board of education of Vermont has recently authorized the State club leader to cooperate with the schools as their agent, particularly for the purpose of getting home practice in the agriculture that the pupils are to be taught in the schools. He has been requested to report annually to the State commissioner of education.

Lester Schram, a 15-year-old corn-club boy, of near Lisbon, N. Dak., invested his \$30 cash prize received two years ago in two heifer calves. The next year he won \$10, and on account of the scarcity of feed he was obliged to pay this money out for pasturage for his two calves. His investment, however, has proven profitable, as he has now four animals instead of two, and has been offered \$100 for the two cows.

The plan for the home-garden work in North Dakota as reported by Miss Sullivan, assistant club leader, is that they will have 2 square rods minimum requirement for those who are to work the garden by hand, and 4 square rods for those who will work with horse cultivator. Every club member in addition to making a report, exhibiting fresh products, studying and working out some of the market instructions, is also required to can at least 20 quarts of vegetables during the season.

T. A. Erickson, club leader of Minnesota, reports that in Kanabec County, where the work is just being started, the local bankers have raised \$1,000 to be loaned to the boys and girls in the pork and crop production club work, without interest, for the purchase of high-grade pigs. The club members give their notes to the bankers for the price of the animals, and these notes are to be paid in the fall after the pigs have been sold.

Many farmers' clubs are also taking a very active interest in the boys' and girls' clubs. In many places some one of the members acts as a local leader during the absence of the teacher or their regular leader in the summer months. We have organized a number of junior clubs in connection with the farmers' clubs. In the organized counties where we have a county superintendent of each project, we find excellent work being done. The leader of our girls' work in Ottertail County is exceptionally strong and is getting splendid results. In one of her clubs at Fergus Falls, besides the project work they have elected, they have established and furnished a rest room in their town. They have taken upon themselves full charge of the hot lunches for the children of the rural school districts. They plan, buy the material, prepare, and serve the lunch. In this same club the leader has asked permission to allow her girls to do the judging in bread baking and garment making in the rural clubs. They are having a regular course preparatory for this work.—Mrs. Margaret B. Baker, assistant club leader for Minnesota.

We find it much easier to get the prizes than to get the right kind of leadership. We are therefore putting forth our first effort in a community to secure adequate leadership and then assisting the leadership in further organization. We shall have more counties organized this year in the corn-club work.—E. C. Bishop, club leader for Iowa.

In summarizing the incomes from the boys' and girls' projects in Michigan for the past season, club leader E. C. Lindemann reports the following:

	Members.	Income.
Gardening and canning.....	251	\$1, 739. 11
Potatoes.....	94	2, 460. 66
Corn.....	144	4, 753. 78
Beans.....	27	2, 047. 16
Garment making.....	74	362. 78
Housekeeping.....	39	78. 00
Poultry.....	27	589. 79
Total.....	656	12, 031. 28

These are figures for one of the worst cropping seasons that the State has ever known. Two-thirds of the garden and potato club members lost their crops through frost, many others lost heavily through late blight. In the northern section of the State where the enrollment was heaviest the frost and blight did the largest damage. In spite of these serious disadvantages and adversity the average income per club member was \$18.34.

PERSONAL NOTES.

David Elder, formerly county agent leader for the State of Rhode Island, is now engaged in county agent work in Providence and Bristol Counties, R. I.

Murl McDonald was appointed as assistant county agent leader for the State of Iowa, effective March 1, 1916.

D. H. Doane, formerly county agent leader in Missouri, resigned, effective March 11, 1916.

Farm management demonstration work has been launched in South Dakota with W. A. Ostrander as farm management demonstrator.

C. B. Cook, formerly county agent in Allegan County, Mich., was appointed as assistant county agent leader for Michigan, effective March 21, 1916.

Wm. H. McCallum was appointed as State agent in charge of boys' and girls' club work for the State of New Jersey, effective April 1, 1916.

W. M. Cook, county agent in Carroll County, Mo., has accepted a position with the Office of Extension Work, North and West, States Relations Service, Department of Agriculture, Washington, D. C., effective July 1, 1916.

Since January 1 the following county agents have been appointed (continuing the list from No. 15):

Jos. H. Putnam, Franklin County, Mass.
 S. S. Burdge, Montgomery County, N. Y.
 E. M. Torblaa, Wright County, Iowa.
 R. E. Holland, Kimball County, Nebr.
 C. E. Gunnels, Seward County, Nebr.
 L. L. Oldham, Walworth County, Wis.
 J. R. Campbell, Missoula County, Mont.
 R. C. Allred, Garfield County, Colo.
 T. A. Farrand, Van Buren County, Mich.
 E. R. Eastman, Delaware County, N. Y.
 M. S. Shrock, Yamhill County, Oreg.
 P. H. Spillman, Union County, Oreg.
 C. D. Thompson, Josephine County, Oreg.
 David Woodman, Alpena County, Mich.
 F. H. Abbott, Washington County, Vt.
 R. F. Pollard, Schoharie County, N. Y.
 A. M. Goodman, Morris County, N. J.
 R. D. Long, Rockingham County, N. H.
 A. W. Benner, Grafton County, N. H.
 E. W. Cleaves, Warren County, N. Y.
 W. H. Sawhill, Dickinson County, Iowa.
 F. E. Peck, Berkshire County, Mass.
 G. L. Morrison, Fremont County, Idaho.
 H. J. Lurkins, Berrien County, Mich.
 V. M. Emmert, McPherson County, Kans.

J. F. Eastman, Broome County, N. Y.
 Nelson R. Peet, Niagara County, N. Y.
 J. S. Jones, Lac qui Parle County, Minn.
 R. J. Howat, Saline County, Mo.
 R. H. Camp, Thurston County, Nebr.
 H. C. Stewart, Bernalillo County, N. Mex.
 L. R. Olds, Muskegon County, Mich.
 G. Hobgood, Fremont County, Wyo.
 L. S. Griffith, Lee County, Ill.
 A. C. North, Sheridan County, Nebr.
 A. R. Chase, Wasco County, Oreg.
 S. B. Hall, Multnomah County, Oreg.
 P. E. Crabtree, district agent, Kansas.
 J. H. Phillips, Essex County, N. Y.
 F. C. Shaw, Bennington County, Vt.
 H. A. Stevens, Clark County, Ind.
 Wm. H. Hamilton, Mercer County, N. J.
 Vey J. Valentine, Stanley County, S. Dak.
 Milford H. Bartter, Geauga County, Ohio.
 F. F. Baker, Montgomery County, Iowa.
 Paul Carpenter, Lewis and Clark County, Mont.
 A. Bentall, Allegan County, Mich.
 Wm. E. Hedgecock, Peoria County, Ill.
 W. A. Dickinson, Floyd County, Iowa.

